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POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE	SEP 1986	SEP 1985	JUL-SEP 1986/87	JUL-SEP 1985/86
AL Alabama	4,090	5,599	17,039	22,044
AK Alaska	167	0	727	0
AZ Arizona	101	26	232	63
AR Arkansas	2,994	3,228	3,438	6,450
CA California	5,071	4,661	9,830	10,384
CO Colorado	288	213	695	532
CT Connecticut	275	270	607	678
DE Delaware	2,150	2,206	2,456	2,925
FL Florida	14,089	9,681	26,273	23,557
GA Georgia	7,064	10,081	21,269	20,752
HI Hawaii	1,007	2,306	2,341	2,290
ID Idaho	1,830	1,567	3,668	3,679
IL Illinois	78,323	104,079	178,958	244,745
IN Indiana	60,090	56,684	78,955	98,086
IA Iowa	52,106	51,395	97,600	138,756
KS Kansas	3,360	2,921	7,193	7,000
KY Kentucky	10,543	6,556	23,245	23,577
LA Louisiana	6,602	3,117	7,890	7,242
ME Maine	198	60	365	225
MD Maryland	4,599	1,469	5,120	2,429
MA Massachusetts	572	338	811	734
MI Michigan	15,030	23,239	28,443	55,197
MN Minnesota	32,698	25,946	55,395	70,021
MS Mississippi	1,959	1,228	1,111	3,653
MO Missouri	26,805	21,425	57,113	56,493
MT Montana	1,422	939	2,252	1,585
NE Nebraska	874	1,117	1,957	3,455
NV Nevada	0	0	15	0
NH New Hampshire	36	59	102	182
NJ New Jersey	784	424	1,666	1,091
NM New Mexico	309	663	775	1,332
NY New York	2,894	3,545	7,276	9,591
NC North Carolina	2,434	(1,441)	7,502	20,266
ND North Dakota	1,969	2,916	4,150	5,148
OH Ohio	74,784	56,660	121,465	129,400
OK Oklahoma	3,378	2,707	6,397	5,996
OR Oregon	2,457	2,171	4,808	3,708
PA Pennsylvania	7,328	2,636	11,786	8,620
RI Rhode Island	59	108	119	310
SC South Carolina	1,441	4,623	18,936	11,141
SD South Dakota	722	358	1,026	1,276
TN Tennessee	4,821	16,058	14,711	27,347
TX Texas	13,521	8,469	25,197	24,926
UT Utah	2,106	1,167	2,845	134
VT Vermont	119	121	658	1,099
VA Virginia	3,327	13,699	3,818	22,868
WA Washington	2,048	1,438	4,970	6,798
WV West Virginia	162	191	430	354
WI Wisconsin	26,008	22,374	55,765	67,408
WY Wyoming	36	79	197	236
TOTAL U.S.:	485,050	479,376	929,597	1,155,783
CANADA				
AB Alberta	1,915	1,707	2,875	2,829
BC Brit. Columbia	241	59	6,519	291
MB Manitoba	1,910	916	2,626	1,403
NB New Brunswick	782	167	1,188	0
NF Newfoundland	0	0	0	108
NS Nova Scotia	259	80	338	1,226
ON Ontario	15,823	8,026	28,272	27,031
PE Pr.Edward Isle	1,047	47	1,228	(304)
PQ Quebec	8,581	22,026	10,008	27,234
SK Saskatchewan	696	486	971	947
TOTAL CAN:	31,254	33,514	54,025	60,765
EXPORT SALES:	300,972	234,749	859,653	609,533
TOTAL AGRICULTURAL	817,276	747,639	1,843,275	1,826,081
Non-Ag U.S.	30,259	29,987	79,885	93,330
Canada	1,720	1,910	3,627	6,566
Exports	8,168	3,895	12,400	12,866
TOTAL NON-AGRICULTURAL	40,147	35,792	95,912	112,762
GRAND TOTAL.....	857,423	783,431	1,939,187	1,938,843

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K20)

SEPTEMBER, 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	2,509	418	731	314	118	4,090
AK Alaska	0	29	138	0	0	167
AZ Arizona	24	0	31	0	46	101
AR Arkansas	0	0	2,920	0	74	2,994
CA California	1,814	1,309	888	40	1,020	5,071
CO Colorado	105	0	177	0	6	288
CT Connecticut	0	246	29	0	0	275
DE Delaware	0	0	2,059	0	91	2,150
FL Florida	7,601	1,031	733	2,102	2,622	14,089
GA Georgia	787	584	4,698	211	784	7,064
HI Hawaii	0	938	0	0	69	1,007
ID Idaho	204	734	887	0	5	1,830
IL Illinois	573	63,119	6,961	7,092	578	78,323
IN Indiana	2,788	46,305	7,284	3,627	86	60,090
IA Iowa	324	32,210	12,906	6,549	117	52,106
KS Kansas	167	681	2,221	210	81	3,360
KY Kentucky	28	9,579	913	0	23	10,543
LA Louisiana	376	78	5,909	215	24	6,602
ME Maine	0	0	198	0	0	198
MD Maryland	1,911	0	2,273	395	20	4,599
MA Massachusetts	0	0	378	169	25	572
MI Michigan	43	11,591	3,106	179	111	15,030
MN Minnesota	46	12,457	19,777	322	96	32,698
MS Mississippi	0	921	1,019	14	5	1,959
MO Missouri	1,009	5,782	17,837	2,132	45	26,805
MT Montana	19	37	1,318	42	6	1,422
NE Nebraska	45	50	496	232	51	874
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	36	0	0	36
NJ New Jersey	0	140	377	114	153	784
NM New Mexico	0	0	178	68	63	309
NY New York	0	258	2,519	15	102	2,894
NC North Carolina	42	1,252	793	215	132	2,434
ND North Dakota	0	651	1,252	22	44	1,969
OH Ohio	305	56,866	16,717	478	418	74,784
OK Oklahoma	59	245	2,563	427	84	3,378
OR Oregon	45	492	1,626	204	90	2,457
PA Pennsylvania	379	238	5,754	435	522	7,328
RI Rhode Island	0	0	59	0	0	59
SC South Carolina	0	741	362	0	338	1,441
SD South Dakota	0	200	522	0	0	722
TN Tennessee	0	2,295	2,422	77	27	4,821
TX Texas	2,384	3,460	6,526	710	441	13,521
UT Utah	2,074	0	15	0	17	2,106
VT Vermont	0	0	112	0	7	119
VA Virginia	853	483	1,224	561	206	3,327
WA Washington	298	151	1,531	52	16	2,048
WV West Virginia	0	136	26	0	0	162
WI Wisconsin	1,707	15,658	7,519	1,076	48	26,008
WY Wyoming	0	15	21	0	0	36
TOTAL U.S.:	28,519	271,380	148,041	28,299	8,811	485,050
CANADA						
AB Alberta	0	188	1,566	161	0	1,915
BC Brit. Columbia	0	21	220	0	0	241
MB Manitoba	0	982	745	183	0	1,910
NB New Brunswick	0	771	11	0	0	782
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	60	199	0	0	259
ON Ontario	0	15,284	334	107	98	15,823
PE Pr.Edward Isle	0	0	1,047	0	0	1,047
PQ Quebec	0	795	7,782	0	4	8,581
SK Saskatchewan	0	0	672	24	0	696
TOTAL CAN:	0	18,101	12,576	475	102	31,254
*EXPORT SALES:	158,974	55,710	66,635	18,390	1,263	300,972
TOTAL AG SALES...	187,493	345,191	227,252	47,164	10,176	817,276
NON-AG U.S.	20,229	-	-	9,775	255	30,259
NON-AG CANADA	1,401	-	-	283	36	1,720
*NON-AG EXPORTS	462	-	-	7,706	0	8,168
TOTAL NON-AG SALES	22,092	-	-	17,764	291	40,147
GRAND TOTAL.....	209,585	345,191	227,252	64,928	10,467	857,423

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (Short Tons K20)

SEPTEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	2,351	3,531	13,963	0	0	19,845
Belgium	9,421	0	0	0	0	9,421
Brazil	9,969	39,224	39,088	3,450	253	92,004
Chile	7,390	0	0	0	0	7,390
China	26,525	0	0	0	0	26,525
Columbia	4,600	0	0	0	0	4,600
Costa Rica	0	0	960	0	351	1,311
Dom. Republic	0	0	2,946	0	469	3,415
Guatemala	4,402	0	0	0	0	4,402
India	42,784	0	0	0	0	42,784
Italy	7,744	0	0	0	0	7,744
Jamaica	0	1,760	0	0	0	1,760
Japan	10,741	11,195	5,354	14,905	0	42,195
Korea	12,698	0	0	0	0	12,698
Malaysia	2,601	0	0	0	159	2,760
Mexico	216	0	0	35	31	282
Puerto Rico	0	0	978	0	0	978
South Africa	0	0	3,346	0	0	3,346
Taiwan	17,512	0	0	0	0	17,512
TOTAL AG:	158,974	55,710	66,635	18,390	1,263	300,972
NON-AGRICULTURAL						
Japan	88	-	-	7,706	0	7,794
Korea	50	-	-	0	0	50
Mexico	324	-	-	0	0	324
TOTAL NON-AG:	462	-	-	7,706	0	8,168
TOTAL EXPORTS:	159,436	55,710	66,635	26,096	1,263	309,140

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

SEPTEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	2,509	306	731	0	3,546
AK Alaska	0	29	138	0	167
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	2,327	0	2,327
CA California	0	0	0	40	40
CO Colorado	0	0	65	0	65
CT Connecticut	0	246	29	0	275
DE Delaware	0	0	2,059	0	2,059
FL Florida	7,601	1,031	733	2,102	11,467
GA Georgia	676	584	4,698	202	6,160
HI Hawaii	0	938	0	0	938
ID Idaho	0	86	535	0	621
IL Illinois	566	63,119	6,778	7,092	77,555
IN Indiana	2,788	46,305	7,284	3,627	60,004
IA Iowa	305	32,176	11,919	6,549	50,949
KS Kansas	0	14	103	76	193
KY Kentucky	13	9,579	913	0	10,505
LA Louisiana	0	0	5,566	0	5,566
ME Maine	0	0	198	0	198
MD Maryland	1,911	0	2,273	395	4,579
MA Massachusetts	0	0	378	138	516
MI Michigan	40	11,591	3,106	179	14,916
MN Minnesota	46	12,457	19,777	322	32,602
MS Mississippi	0	921	30	0	951
MO Missouri	304	5,524	12,764	2,019	20,611
MT Montana	19	37	1,318	42	1,416
NE Nebraska	0	17	289	232	538
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	36	0	36
NJ New Jersey	0	140	377	114	631
NM New Mexico	0	0	0	0	0
NY New York	0	258	2,519	15	2,792
NC North Carolina	38	1,252	793	215	2,298
ND North Dakota	0	651	1,252	22	1,925
OH Ohio	305	60,466	16,717	478	77,966
OK Oklahoma	0	27	76	395	498
OR Oregon	0	297	1,486	204	1,987
PA Pennsylvania	364	238	5,754	435	6,791
RI Rhode Island	0	0	59	0	59
SC South Carolina	0	741	362	0	1,103
SD South Dakota	0	200	522	0	722
TN Tennessee	0	2,295	2,422	63	4,780
TX Texas	0	0	47	63	110
UT Utah	2,074	0	0	0	2,074
VT Vermont	0	0	112	0	112
VA Virginia	853	483	1,224	561	3,121
WA Washington	54	151	1,501	52	1,758
WV West Virginia	0	136	26	0	162
WI Wisconsin	1,707	15,658	7,519	1,076	25,960
WY Wyoming	0	0	21	0	21
TOTAL U.S.:	22,173	267,953	126,836	26,708	443,670
CANADA					
AB Alberta	0	188	1,566	161	1,915
BC Brit. Columbia	0	21	220	0	241
MB Manitoba	0	982	745	183	1,910
NB New Brunswick	0	771	11	0	782
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	60	199	0	259
ON Ontario	0	15,284	334	107	15,725
PE Pr.Edward Isle	0	0	1,047	0	1,047
PQ Quebec	0	795	7,782	0	8,577
SK Saskatchewan	0	0	672	24	696
TOTAL CAN:	0	18,101	12,576	475	31,152
*EXPORT SALES:	129,772	55,710	61,751	18,355	265,588
TOTAL AG SALES....	151,945	341,764	201,163	45,538	740,410
NON-AG U.S.	10,713	-	-	9,775	20,488
NON-AG CANADA	1,401	-	-	283	1,684
*NON-AG EXPORTS	125	-	-	7,706	7,831
TOTAL NON-AG SALES	12,239	-	-	17,764	30,003
GRAND TOTAL.....	164,184	341,764	201,163	63,302	770,413

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K20)

SEPTEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	2,351	3,531	13,963	0	19,845
Brazil	9,989	39,224	39,088	3,450	91,751
Chile	7,390	0	0	0	7,390
China	26,525	0	0	0	26,525
Columbia	4,600	0	0	0	4,600
Guatemala	4,402	0	0	0	4,402
India	42,784	0	0	0	42,784
Italy	7,744	0	0	0	7,744
Jamaica	0	1,760	0	0	1,760
Japan	8,688	11,195	5,354	14,905	40,142
Korea	12,698	0	0	0	12,698
Malaysia	2,601	0	0	0	2,601
South Africa	0	0	3,346	0	3,346
TOTAL AG:	129,772	55,710	61,751	18,355	265,588
NON-AGRICULTURAL					
Japan	75	-	-	7,706	7,781
Korea	50	-	-	0	50
TOTAL NON-AG:	125	-	-	7,706	7,831
TOTAL EXPORTS:	129,897	55,710	61,751	26,061	273,419

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K20)

SEPTEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	0	112	0	314	118	544
AK Alaska	0	0	0	0	0	0
AZ Arizona	24	0	31	0	46	101
AR Arkansas	0	0	593	0	74	667
CA California	1,814	1,309	888	0	1,020	5,031
CO Colorado	105	0	112	0	6	223
CT Connecticut	0	0	0	0	0	0
DE Delaware	0	0	0	0	91	91
FL Florida	0	0	0	0	2,622	2,622
GA Georgia	111	0	0	9	784	904
HI Hawaii	0	0	0	0	69	69
ID Idaho	204	648	352	0	5	1,209
IL Illinois	7	0	183	0	578	768
IN Indiana	0	0	0	0	86	86
IA Iowa	19	34	987	0	117	1,157
KS Kansas	167	667	2,118	134	81	3,167
KY Kentucky	15	0	0	0	23	38
LA Louisiana	376	78	343	215	24	1,036
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	20	20
MA Massachusetts	0	0	0	31	25	56
MI Michigan	3	0	0	0	111	114
MN Minnesota	0	0	0	0	96	96
MS Mississippi	0	0	989	14	5	1,008
MO Missouri	705	258	5,073	113	45	6,194
MT Montana	0	0	0	0	6	6
NE Nebraska	45	33	207	0	51	336
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	153	153
NM New Mexico	0	0	178	68	63	309
NY New York	0	0	0	0	102	102
NC North Carolina	4	0	0	0	132	136
ND North Dakota	0	0	0	0	44	44
OH Ohio	0	(3,600)	0	0	418	(3,182)
OK Oklahoma	59	218	2,487	32	84	2,880
OR Oregon	45	195	140	0	90	470
PA Pennsylvania	15	0	0	0	522	537
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	338	338
SD South Dakota	0	0	0	0	0	0
TN Tennessee	0	0	0	14	27	41
TX Texas	2,384	3,460	6,479	647	441	13,411
UT Utah	0	0	15	0	17	32
VT Vermont	0	0	0	0	7	7
VA Virginia	0	0	0	0	206	206
WA Washington	244	0	30	0	16	290
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	48	48
WY Wyoming	0	15	0	0	0	15
TOTAL U.S.:	6,346	3,427	21,205	1,591	8,811	41,380
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	98	98
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	4	4
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	102	102
*EXPORT SALES:	29,202	0	4,884	35	1,263	35,384
TOTAL AG SALES....	35,548	3,427	26,089	1,626	10,176	76,866
NON-AG U.S.	9,516	-	-	0	255	9,771
NON-AG CANADA	0	-	-	0	36	36
*NON-AG EXPORTS	337	-	-	0	0	337
TOTAL NON-AG SALES	9,853	-	-	0	291	10,144
GRAND TOTAL.....	45,401	3,427	26,089	1,626	10,467	87,010

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K20)

SEPTEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Belgium	9,421	0	0	0	0	9,421
Brazil	0	0	0	0	253	253
Costa Rica	0	0	960	0	351	1,311
Dom. Republic	0	0	2,946	0	469	3,415
Japan	2,053	0	0	0	0	2,053
Malaysia	0	0	0	0	159	159
Mexico	216	0	0	35	31	282
Puerto Rico	0	0	978	0	0	978
Taiwan	17,512	0	0	0	0	17,512
TOTAL AG:	29,202	0	4,884	35	1,263	35,384
NON-AGRICULTURAL						
Japan	13	-	-	0	0	13
Mexico	324	-	-	0	0	324
TOTAL NON-AG:	337	-	-	0	0	337
TOTAL EXPORTS:	29,539	0	4,884	35	1,263	35,721